

Agro-Dealers

Section 0: Stocks

What agricultural inputs do you keep in stock?

Where is your warehouse/facility located?

What agricultural inputs do you not keep in stock (but place orders when there is a need)?

What is item you sell that is most difficult to transport?

Section 1: Transportation

What forms of transportation do you use to carry goods?

How often do you visit a farm each season?

What goods do you transport to the farm, and what goods do farmers have to come to you to purchase?

Section 2: Storage Technologies

Have you ever sold post-harvest storage silo?

Have you ever sold post-harvest storage bags (i.e. GrainPro SuperGrain Bag)?

Would you be interested in carrying post-harvest storage technologies to sell to farmers?

If so, what would be the biggest barriers to your business beginning to sell post-harvest storage technologies?

Section 3: Contracts

If buyback contracts with manufactures were to be implemented, what values of contract parameters would you prefer?

Distributors

Section 0: Drivers

- What type of contracts do you use to hire drivers?
- How are drivers paid?
- Are drivers contracted by job or are they salaried employees?
- How many drivers worked on the WFP Special Operation?
- What were the biggest challenges for drivers on the WFP Special Operation?
- How long were drivers contracted for the WFP Special Operation?

Section 1: Truck Capacity

- How many storage technologies (of each type) can fit on one truck?
- Are all trucks a standard capacity?
- How often were trucks shipped carrying less-than-truckload?

Section 2: Driver Decision-Making

- How do drivers make the decision to depart a manufacturing facility and make the delivery, if production is behind?
- Do drivers make routing decisions? Or are these made by your company and the drivers are told which routes to take?
- Are routing decisions made at the beginning of the WFP contract or are they updated throughout the project?

Section 3: Costs

- Does the WFP pay you by truck, by driver, or by lump sum at the beginning of the project?
- What percentage of your costs do you typically allocate to fuel?
- What percentage of your costs do you allocate to driver salaries?
- What percentage of your costs do you allocate to vehicle maintenance and upkeep?
- How often do trucks have to return to Kampala to get serviced?

Section 4: Contracts

- If buyback contracts with manufactures were to be implemented, what values of contract parameters would you prefer?

Farmers

Section 0: Household Information

How do you store your crops?

How much does your household consume per month (by crop)?

What is your annual household income? How much income do you make from a typical harvest?

How many adults and how many children are in your household?

Did you use any storage technology prior to the one you just bought? If yes, what was it? If yes, please rate your level of satisfaction with the old technology and with the new technology (Likert scale)?

Section 1: Crop Yields & Losses

In the most recent harvest, what was your approximate yield (by crop)?

Of what quality (rank from 0-5) was the crop that you harvested, at the time of harvest (by crop)?

How much (by crop) have you lost due to crop degradation or insect infestation, since the harvest?

Section 2: Crop Sales

When did you sell your crop (by crop)?

What drove you to sell?

How much did you sell (by crop)?

To whom did you sell your crops?

Section 3: Willingness to Pay

How much did you pay for your storage technology?

If the price was 10,000 UGX more, would you have purchased the technology? (continue until answer is "no")

If (other option) was X amount, would you have purchased that one instead? (repeat for all options)

Section 4: Decision to Adopt

Why did you decide to purchase the storage technology? What are its main benefits (especially relative to the storage technology, if used, prior to this one)? Why is having this storage technology important to you?

Why did you choose this storage technology in comparison to the other options you had to choose from?

Do you know anyone who also bought the same technology? If yes, who (their relationship to farmer) and how many?

Have you spoken to anyone about your storage technology who did not attend the WFP trainings? Did they express any interest in the technology?

Manufacturers

Section 0:

Describe the production process.
How many silos did you produce?

Section 1:

On average, how many laborers did you have full-time?
On average, how many laborers did you have part-time?
On average, how many minutes do you use welding devices for, for each silo?
On average, how many hours of training did your full-time laborers receive?
On average, how many hours of training did your part-time laborers receive?
Did you buy custom-sized sheets?
On average, how much time does it save you to have custom sized sheets?
Did each laborer produce their own silo including the top, bottom, weld, and bend?
In the first month, how many silos per laborer per day could you produce?
In the first month, how many of your workers had been trained by WFP?
In the first month, how many of your laborers were part-time?
In the last month, how many silos per laborer per day could you produce?
In the last month, how many of your workers had been trained by WFP?
In the first month, how many of your laborers were part-time?
What step of assembling the silo took the longest?
How many times did you have a WFP order that was too large to complete on time?

Section 2:

What is the cost per ton of sheet metal?
What is the cost per ton of customized sheet metal?
What is the cost per ton of transporting sheet metal from a wholesaler to you?
What is the cost of placing the order?
What is the cost of hiring the truck?
Did you always wait for the truck to be full?
How many times did you go to a wholesaler to find they had no .8mm GI sheets?
How long did you have to wait each time?
Did you try other options?
Did it delay your production?
Did you miss the WFP deadline?
How much stock of raw materials do you keep?
How much stock of finished materials do you keep?

Section 3:

If buyback contracts with retailers were to be implemented, what values of contract parameters would you prefer?

WFP & Partner Orgs

Section 1: Storage at Collection Points

What costs are incurred (security, monitoring, etc.) when storage technologies are delivered too early?

How long does it take a farmer to pick up their storage technology, from when it is delivered to the collection point?

Section 2: Storage Technology Promotion

How have you raised awareness about storage technologies to date (e.g., trainings, demos, etc.)? Has this been successful? Why or why not? How could it be improved in the future?

How do farmers understand the advantage of storage technologies (positive social, economic, health, value/return, risk mitigation)? How have you communicated the benefits of the storage technologies to farmers?

Do you have a process in place to observe and talk to early adopters and adjust your dissemination strategy if necessary, based on their feedback?

Are you working to provide any financing options for farmers, to enhance affordability?

What reasons have the farmers who opted against buying storage technologies given for their decision?

What is your strategy for moving from a subsidy-based model to a model that can scale organically without a subsidy in place? Where will farmers be able to purchase these storage technologies in the future?

Wholesalers and Importers

Section 0:

- What is your holding rate?
- For cold-roll coil:
 - What is your annual demand?
 - What is the standard deviation of that demand?
 - How many orders arrive in a month?
 - How many orders arrive in a year?
- For GI sheets:
 - What is your annual demand?
 - What is the standard deviation of that demand?
 - How many orders arrive in a month?
 - How many orders arrive in a year?

Section 1:

- Do you buy from a wholesaler in Mombasa?
- What is the cost per ton of transporting from Mombasa to Kampala?
- What is the cost of hiring the truck?
- What is the cost of placing the order?

Section 2:

- When do you place the order?
- How often do you review your stock?
- What size is your order?
- How long does it take between placing your order and metal arriving?
- How long is the transportation between Mombasa and Kampala?
- How long is the processing period at the wholesaler in Mombasa?
- How frequently is that wholesaler out of stock?

Section 3:

- How many products do you make?
- What percent of sales is .8mm GI sheets?
- How long does it take to prepare the factory to produce .8mm GI sheets?
- How long does it take to alter the production process to produce smaller or larger sheets?
- How much does it cost to alter the production process to produce smaller or larger sheets?
- Will you do it for any order size?
- How long does it take to transport finished GI sheets to your retail outlets?
- How much does it cost to transport finished GI sheets to your retail outlets?
- How many tons of CRC are in one ton of GI sheet?

Section 4:

- What are the other inputs to GI sheets?
- How much stock do you keep of CRC?
- How much stock of the other inputs do you keep?
- How much stock do you keep of GI sheets?
- How much stock do you keep of GI sheets at your retail outlets?